

Message Text

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43

ACTION EB-11

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FM AMEMBASSY KUWAIT

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AMEMBASSY BEIRUT

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BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BEXP BMEP KU

SUOJ: KUWAIT POWER PROJECT: FEASIBILITY STUDY COMPLETED

REF: A) KUWAIT 0613 B) KUWAIT 0934

1. EMBASSY HAS LEARNED FROM OFFICIAL MIN ELECTRICITY & WATER THAT FRENCH CONSULTING FIRM SOFRELAC (REF B) RECENTLY SUBMITTED ENGINEERING STUDY TO MEW FOR REVIEW AND APPROVAL.

2. PLANS CALL FOR 600;MW POWER STATION TO BE CONSTRUCTED DOHA, KUWAIT (4 STEAM TURBINES X 150MW) AND 200MW GAS GENERATED CAPACITY ADDED AT SHUWAIKH (2 X 100MW). WHEN COMPLETED, PROJECT WILL INCREASE POWER BY 70 PERCENT BOOSTING OUTPUT TO OVER 2300MW PER DAY.; FINAL COST LIKELY TO EXCEED KD 40 MILLION (\$138 MIL) WITH INITIAL UNITS OPERATIONAL IN 76. TENDERING LIKELY BEFORE YEAR-END, BUT UNCLEAR WHETHER WILL BE ON TURN-KEY BASIS.

3. ACTION REQUESTED: COMMERCE AND BEIRUT REQUESTED ALERT POTENTIAL CONTRACTORS/SUPPLIERS SPECIALIZING IN BUILDING AND EQUIPPING POWER STATIONS. BMEP SHOULD CONSIDER FOLLOWING PROJECT ON ACTIVE BASIS, AND INFORM EMBASSY WHETHER ANY MAJOR U.S. COMPANY IS SERIOUSLY INTERESTED.

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4. COMMENT: WEST EUROPEANS AND JAPANESE HAVE DOMINATED LOCAL

MARKETS RECENTLY IN POLER PLANT MACHINERY AND EQUIPMENT WITH US
TAKING ONLY ONE PVERCENT OF \$9 MIL MARKET IN 1971. GE AND
WESTINGHOUSE PRIMARY US REPS, BUT BOTH FIRMS APPEAR TO HAVE
"IMAGE" PROBLEMS WITH GOK OFFICIALS. ON OTHER HAND, FIRM SEEM
DISINTERESTED IN KUWAIT. JAPANESE COMPETITION LIKELY TO BE VERY
TOUGH AS THEY ARE NOW AHEAD OF SCHEDULE IN EXPANSION GENERATING
CAPACITY AT SHUAIBA SOUTH. AS PRICE LEADING FACTOR IN ANY TENDER,
US FIRMS SHOULD BE IN TRONGER POSITION THAN BEFORE, BUT SUCCESSFUL
EFFORT REQUIRES CLOSE AND CONTINUING PERSONAL ATTENTION TO
RESPONSIBLE OFFICIALS.
STOLTZFUS

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